



U.S. Small Business
Administration

Leveraging America's Seed Fund

Small Business Innovation Research (SBIR)

Small Business Technology Transfer (STTR)

Why We Work on America's Seed Fund



www.sbir.gov/news/success-stories

Goals

- Meet federal **research and development needs**
- Increase private-sector **commercialization** of innovation derived from federal research and development funding
- Stimulate technological **innovation**
- Foster and encourage **participation** in innovation and entrepreneurship by women and socially/economically disadvantaged individuals
- Foster **technology transfer** through cooperative R&D between small businesses and research institutions (STTR)

Small Business Innovation Research (SBIR)

→ 3.2% of the extramural research budget for agencies with a budget greater than \$100 M per year

~\$3.2 billion minimum spend each year

Small Business Technology Transfer (STTR)

→ 0.45% of the extramural research budget for agencies with a budget greater than \$1B per year

~\$450 million minimum spend each year

Over 5,000 new awards every year

What does an SBIR/STTR firm look like?

- Company must be for profit, U.S. owned/operated, and under 500 people
- Work must be done in the U.S.
- Focus is on performing R&D – Not purchasing equipment, commercializing a technology that has already been developed, or one that has very low risk and only needs capital

Three Phase Process



Differences Between SBIR and STTR

	SBIR	STTR
Partnering Requirement	Permits partnering	Requires a non-profit research institution partner
Principal Investigator	Primary employment (>50%) must be with the small business	PI may be employed by either the research institution partner or small business (check solicitation)
Work Requirement	May subcontract up to: 33% (Phase I) 50% (Phase II)	Minimum: 40% Small Business 30% Research Institution Partner
Program Size	3.2% (FY19 - \$3.28B)	0.45% (FY19 - \$453M)
Majority VC ownership	Allowed by some agencies	Not allowed
Participating Agencies	11 agencies (extramural R&D budget > \$100M)	5 agencies (extramural R&D budget > \$1B)

The small business is ALWAYS the applicant and awardee!

SBIR & STTR Participating Agencies

**Department of Agriculture
(USDA)**

**Department of Commerce
(DoC)
NIST, NOAA**

**Department of Defense
(DoD)**

**Department of Education
(ED)**

**Department of Energy
(DOE)**

**Dept of Health and Human
Services
(HHS)
NIH, FDA, CDC, ACL**

**Department of Homeland
Security
(DHS)**

**Department of
Transportation
(DOT)**

**Environmental Protection
Agency
(EPA)**

**National Aeronautics and
Space Administration
(NASA)**

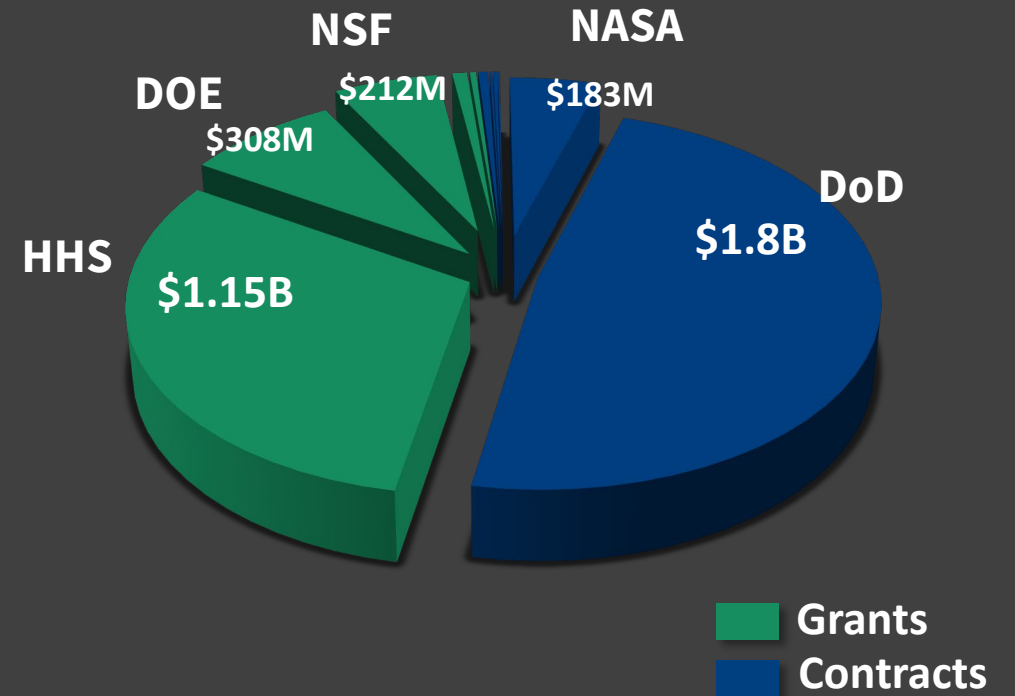
**National Science
Foundation
(NSF)**

FY2019 SBIR/STTR Budgets by Agency

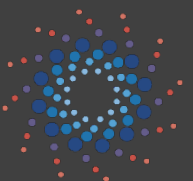
Agencies	Budget
Department of Defense (DoD)*	\$1.80 B
Department of Health and Human Services (HHS)**, including the National Institutes of Health (NIH)	\$1.15 B
Department of Energy (DOE), including Advanced Research Projects Agency – Energy (ARPA-E)	\$308 M
National Science Foundation (NSF)	\$212 M
National Aeronautics and Space Administration (NASA)	\$183 M
U.S. Department of Agriculture (USDA)	\$30 M
Department of Homeland Security (DHS)	\$17 M
Department of Commerce: National Oceanic and Atmospheric Administration (NOAA)	\$9.5 M
Department of Education (ED)	\$8.4 M
Department of Transportation (DOT)	\$5.2 M
Department of Commerce: National Institute of Standards and Technology (NIST)	\$3.9 M
Environmental Protection Agency (EPA)*	\$3.6 M

* Budgeted Amount; other Agencies Obligated Amount

** Provides grants and contracts



SBIR: \$3.28 Billion
STTR: \$453 Million



Contracting Agencies

- Agency establishes plans, protocols, requirements
- Highly focused topics
- Procurement mechanism
- More fiscal requirements
- Invoiced on progress
- Binding agreement between a buyer and seller for goods/services

DoD, DHS, NASA, EPA, DOT, DoED

Granting Agencies

- Principal Investigator initiates approach
- Less-specified topics
- Assistance mechanism
- More flexibility
- Allows upfront payment
- Funds support a public purpose, best efforts in research

NSF, DoE, USDA, NIST, NOAA

Contracting and Granting: **HHS** (mostly grants)

SBA's Role in the SBIR/STTR Programs

- Provide oversight/guidance on SBIR/STTR programs
 - Survey and monitor agencies and report to Congress annually
 - Develop and provide policy and program guidance
 - Responsible for all data to include gathering, analysis and reporting, and manage SBIR.gov data platform
- Lead Federal-wide outreach, training, and building of the support ecosystem
 - Increase participation in SBIR/STTR, done through extensive outreach and training to both private/public support network and tech entrepreneur
 - Manage FAST (Federal And State Technology) Partnerships Program and Growth Accelerator Fund Competition
 - Build a strong network to include SBA Field Offices, R&D agencies, state economic development offices, universities, and resource partners

SBIR/STTR Data via www.sbir.gov

The screenshot shows the SBIR/STTR website interface. At the top left is the logo for "SBIR · STTR America's Seed Fund™ POWERED BY SBA". To the right are links for "Login/Register", "Contact Us", and a search icon. Below this is a navigation bar with "Home Links", "About", "Funding", "Awards", "News", "Events", "Resources", and "Tutorials". The "Awards" dropdown menu is open, showing options: "List", "Chart", "State Map", "API", "Company Listing", "Annual Reports", "Dashboard", and "Reports". The main content area is titled "Award Information" and "List". It features a search bar with fields for "Company Name" and "Topic Code", and a "Search" button. Below the search bar are "Reset" and "View As" options (List, Chart, State Map). A filter section on the left includes "Agency", "Phase", "Program", and "Year" with checkboxes and counts. The main content area displays a list of awards, with the first one titled "Integrated Photonic Filters for RF Signal Processing" by "OEwaves, Inc." (Topic: T8). The second award is "Scalable and Distributed Inertial Navigation Systems" by "CU AEROSPACE L.L.C." (Topic: T4). The interface shows "Displaying 1 - 10 of 177494 results" and buttons for "Download" and "Awarded Year (descending)".

Find Information on:

- Award Details – By State, Firm, Technology Area, Agency, etc. – List
- Agency Activity & Funding Levels – Chart
- Geography – State Map
- Program Trends - Annual Reports Dashboard

FIND FUNDING

SUCCESS STORIES

GET THE 411

FAQs

[General Questions](#)
[Eligibility Requirements](#)
[Size Rule](#)
[Company Registry](#)
[Performance Benchmarks](#)
[Data Rights](#)
[VC Participation](#)
[Miscellaneous](#)
[Other SBIR/STTR Questions](#)
[Terms & Abbreviations](#)
[Agency FAQ Links](#)

For Entrepreneurs

[Quad Chart Template](#)
[SBIR-STTR Outreach One Pager](#)
[External Resources](#)
[Tools](#)

API

Doing Business in USA

SBIR Economic Impact

SBIR/STTR Conference Presentations



Learn About



I'm a(an)...



I Want to...

Resources Tab:

- FAQs
- SBIR/STTR Conference Presentations
- SBIR Economic Impact studies

Where to Begin? – Topic Searches

The screenshot shows the SBA SBIR search website. The 'FUNDING' menu item is circled in red. A red arrow points to the search input field. The search results are for 'Closed Topic Search' and show two entries: PA-14-157: HHS STTR PA-14-157 and PA-14-154: HHS SBIR PA-14-154. Both entries include release, open, due, and close dates, and a brief description of the funding opportunity.

HOME LINKS ▾ ABOUT ▾ **FUNDING ▾** AWARDS ▾ NEWS ▾ TUTORIALS ▾ RESOURCES ▾

Home / Topic Search

FUNDING TOPICS

- OPEN
- FUTURE
- CLOSED

FILTER BY:

Agency

- Department of Agriculture (87)
- National Institute of Food and Agriculture (22)
- Department of Commerce (188)
- National Institute of Standards and Technology (48)
- National Oceanic and Atmospheric Administration (40)

Phase

- Phase I (7064)
- Phase II (596)

Program

- SBIR (6247)
- STTR (1473)

Year

Closed Topic Search

Search Keywords

! NOTE: The Solicitations and topics listed on this site are copies from the various SBIR agency solicitations and are not necessarily the latest and most up-to-date. For this reason, you should visit the respective agency SBIR sites to read the official version of the solicitations and download the appropriate forms and rules.

Displaying 1 - 10 of 7720 results

PA-14-157: HHS STTR PA-14-157

Release Date: 03-14-2014 **Open Date:** 07-05-2014 **Due Dates:** Multiple **Close Date:** 04-05-2017

This Funding Opportunity Announcement (FOA) encourages Small Business Technology Transfer (STTR) grant applications from small business concerns (SBCs) that focus on development of technologies in biomedical computing, informatics, and Big Data science. This FOA is coordinated by the NIH Big Data Initiative (BD2K) and the Biomedical Information Science and Technology Initiative (BISTI) committees. ...

STTR Department of Health and Human Services

PA-14-154: HHS SBIR PA-14-154

Release Date: 03-14-2014 **Open Date:** 07-05-2014 **Due Dates:** Multiple **Close Date:** 04-05-2017

This Funding Opportunity Announcement (FOA) is encourages Small Business Innovation Research (SBIR) grant applications from small business concerns (SBCs) that focus on development of technologies in biomedical computing, informatics, and Big Data science. This FOA is coordinated by the NIH Big Data Initiative (BD2K) and the Biomedical Information Science and Technology Initiative (BISTI) committe ...

SBIR Department of Health and Human Services

→ Keyword searches –
**Learn which agencies
fund different
technology areas!**

www.sbir.gov/sbirsearch/topic/past

Award Searches

Keyword searches

- Identify successful firms
- Identify agency investments in technology areas

HOME LINKS ▾ ABOUT ▾ FUNDING ▾ **AWARDS ▾** NEWS ▾ TUTORIALS ▾ RESOURCES ▾

Home / Award Information

FILTER BY:

Agency

- Department of Agriculture (105)
- National Institute of Food and Agriculture (0)
- Department of Commerce (47)
- National Institute of Standards and Technology (8)
- National Oceanic and Atmospheric Administration (3)

Phase

- Phase I (9864)
- Phase II (4651)

Program

- SBIR (13013)
- STTR (1502)

Year

- 2017 (85)
- 2016 (618)
- 2015 (975)
- 2014 (546)
- 2013 (318)
- 2012 (349)
- 2011 (333)

Awards Information View As: List Chart Map

Search Keywords Company Name Topic Code **Search** Reset

! The Award database is continually updated throughout the year. As a result, data for the given year is not complete until April of the following year. Annual Reports data is a snapshot of agency reported information for that year and hence might look different from the live data in the Awards Information charts.

Displaying 1 - 10 of 14515 results **Download ▾** **Awarded Year (descending) ▾**

Metal Digital Direct Manufacturing (MDDM) for Close-Out of Combustion Chambers and Nozzle Fabrications
SBC: Keystone Synergistic Enterprises, Inc. Topic: T12.04

This NASA sponsored STTR project will investigate methods for close-out of large, liquid rocket engine, nickel or stainless steel nozzle, coolant channels utilizing robotic laser and pulsed-arc additive manufacturing (AM) methods. Structural jacket to coolant channel land area interface strength will be quantified and metallurgical characterization completed. Process optimizations will be conducted ...

STTR **Phase II** **2017** **National Aeronautics and Space Administration**

Wideband Autonomous Cognitive Radios for Networked Satellites Communications
SBC: Bluecom Systems And Consulting, LLC Topic: T5.01

Wideband Autonomous Cognitive Radios (WACRs) are advanced radios that have the ability to sense state of the RF spectrum and the network and self-optimize its operating mode in response to this sensed state. During the just finished Phase I STTR project, Bluecom Systems was able to develop a comprehensive design for realizing such a WACR and demonstrate the proof-of-concept operation in a hardware ...

STTR **Phase II** **2017** **National Aeronautics and Space Administration**

www.sbir.gov/sbirsearch/award/all

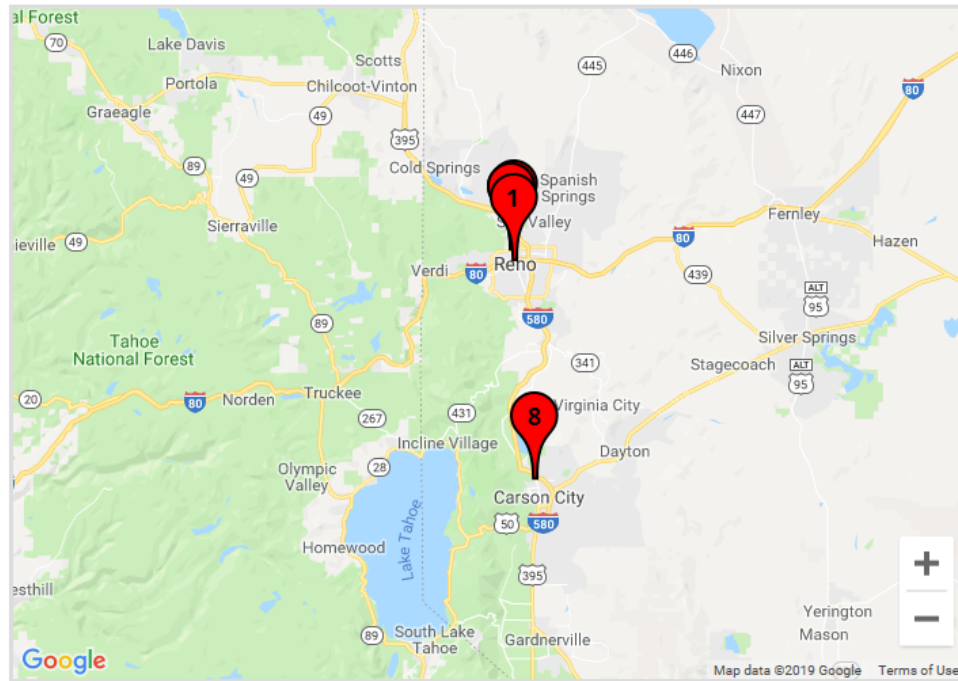
Connecting the Innovation Ecosystem

Local Resources Locator

Nevada

Local Resource Type

- Current Federal and State Technology (FAST) Partnership Program Awardee
- Previous Federal and State Technology (FAST) Partnership Program Awardee
- Small Business Development Center (SBDC)
- Procurement Technical Assistance Center (PTAC)
- SBA Regional Innovation Cluster
- SBA Growth Accelerator
- Manufacturing Extension Partnership (MEP)
- State Contact



SBA works with a number of local partners to counsel, mentor, and train small businesses in the innovation ecosystem.

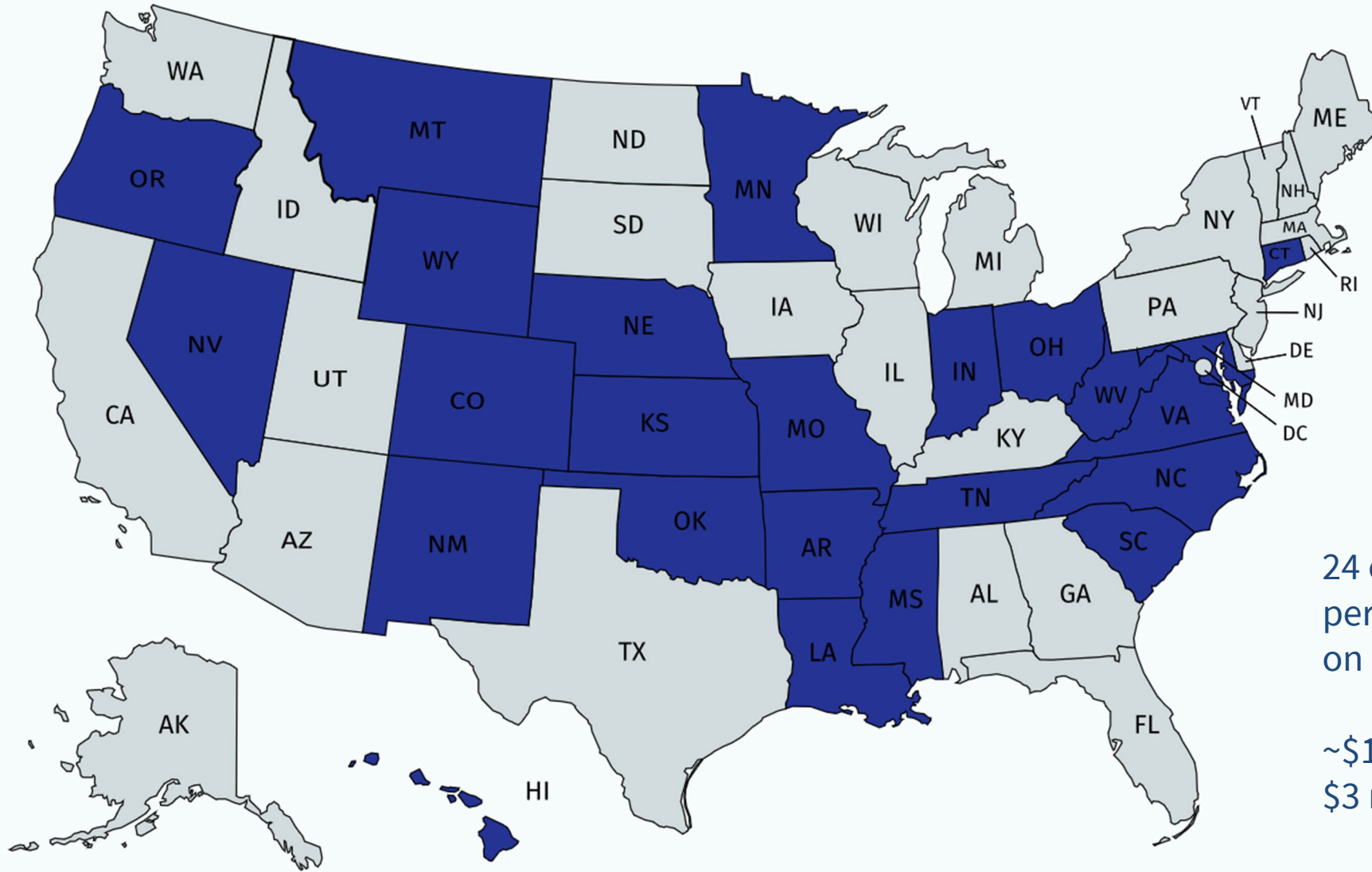
www.sbir.gov/local-resources/DC

FAST (Federal And State Technology) Partnership Program

- Provides funds for organizations to do outreach, training, and mentoring for potential SBIR/STTR applicants and awardees
- Eligible entities include universities, state economic development organizations, regional partnerships, accelerators, and more

www.sbir.gov/about-fast

FAST 2020 Cohort



24 organizations began period of performance on Sept 30

~\$125k/award
\$3 million total

SBA Growth Accelerator Fund Competition (GAFC)

The Competition awards infuse accelerators and incubators with additional resource capital to provide:

- (1) awareness and education of the SBIR and STTR programs
- (2) focused assistance to high tech entrepreneurs

Targeted Outreach and Support


- Underserved States
- Women
- Socially/Economic Disadvantaged
- Opportunity Zones

Focused Assistance

- Mentoring
- Training
- Proposal Writing
- Networking

www.sbir.gov/accelerators

FY19 GAFC Winners

<input checked="" type="checkbox"/>		OZ
<input checked="" type="checkbox"/>		SEDB
<input checked="" type="checkbox"/>		STATE
<input checked="" type="checkbox"/>		WOB

Full List of 60
Winners on
SBIR.GOV

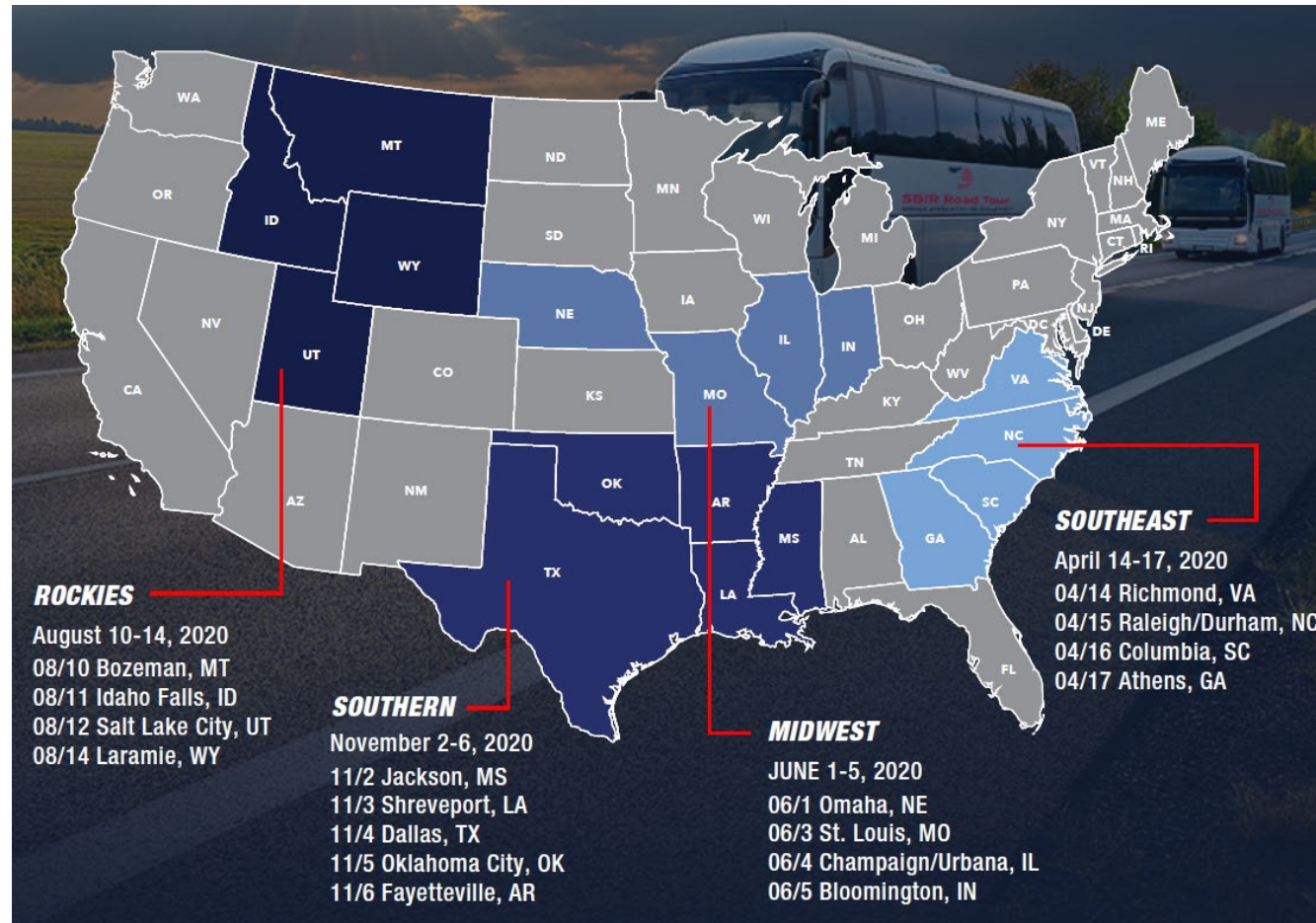


SBIR Support Organizations Monthly Call

Mix of entities including FAST, Small Business Development Centers, Procurement Technical Assistance Centers, universities, accelerators, incubators, women's business centers, state economic development offices, and more.

Facilitated by SBA, it features relevant information, highlights updates from agencies, showcases best practices from partners, and allows partners to give feedback on what's taking place around the country.

2020 SBIR Road Tour



www.sbirroadtour.com



www.sbirroadtour.com

Online Tutorials

- 55 Courses including:
 - Agency overviews
 - Program basics
 - Data rights
 - IP protection
 - PTACs

www.sbir.gov/tutorials



The screenshot shows a web page for a tutorial. At the top, a green banner contains the text "COURSE 4 FINDING TOPICS" and "TUTORIAL 1 HOW DO I FIND THE APPROPRIATE TOPIC?". Below this is a "Back to Tutorials" button with a left-pointing arrow. The main content area is divided into two columns. The left column has a "FORMATS" section with three options: "Audio/Video", "Multimedia" (which is highlighted with a green bar), and "PDF". Below that is a "TOOLS" section with three options: "Glossary", "Links", and "Quiz". At the bottom of the left column is a "Hide Options" button with a left-pointing arrow. The right column contains two paragraphs of text. The first paragraph discusses the requirement to find a relevant topic at one of the participating agencies. The second paragraph discusses the evolution of SBIR/STTR from paper copies to electronic search engines. At the bottom of the right column is a video player with a play button icon and the text "SBIR/STTR TOPIC SEARCH ENGINES". The background of the page features a photograph of cherry blossoms in the foreground and the Washington Monument in the distance.

COURSE 4
FINDING TOPICS

TUTORIAL 1
HOW DO I FIND
THE
APPROPRIATE
TOPIC?

← Back to Tutorials

FORMATS

- ▶ Audio/Video
- ▶ **Multimedia**
- ▶ PDF

TOOLS

- Glossary
- 🔗 Links
- 📝 Quiz

← Hide Options

SBIR/STTR
TOPIC
SEARCH
ENGINES

If you want to submit an SBIR/STTR proposal, you must first find a relevant topic at one of the participating agencies. The SBIR/STTR programs do not accept "unsolicited proposals," but instead require that you respond to one of their current topics, even if they are very broad like topics found at many of the agencies that make their SBIR/STTR awards as grants vs. contracts. All of the agencies list their topics in their solicitation or Funding Opportunity Announcement (FOA). The only exception is the Department of Energy which publishes a separate topic list several weeks before it releases its FOA.

In the early days of SBIR/STTR, you had to read a paper copy of the solicitation from beginning to end to see if there were any relevant topics. Now that the solicitations are all distributed electronically, it is much faster, easier, and more productive to find topics by using search engines. You type in your key word(s), and the search engine goes through the currently open topics (or, at your option, topics that closed in the recent past) and tells you which topics contain your key word(s).

SBIR Train the Trainer



Course 1: Helping Potential Applicants

Course 2: Assisting First Time Awardees

Target Audience:

- SBDCs
- Accelerators
- SBA District Offices
- SBA Partners

www.dawnbreaker.com/ttt/



Login/Register Contact Us Search

Home Links About Funding Awards News Events Tutorials Resources

FIND FUNDING

Search Open Funding Topics Search

SUCCESS STORIES

GET THE 411



Learn About

- Overview
- Policy Directive
- Authorization Act
- Intellectual Property
- Commercialization Successes
- FAQs
- Performance Benchmarks
- Participating Agencies
- How to Apply
- Report Fraud, Waste & Abuse



I'm a(an)...

- Applicant
- Awardee
- Investor
- Large Business
- Agency Representative



I Want to...

- Start a Small Business
- Register my company
- Update my company profile/commercialization
- Contact an SBIR Agency
- Submit an SBIR/STTR related event
- File for IP Protection
- Learn more about Global Innovation Exchange
- View Self Help Online Tutorials



Stay In Touch

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[#seedthefuture](https://twitter.com/SBIRgov)

www.sbir.gov

